# Consolidated Financial Results for Nine Months Ended December 31, 2020 (Japanese GAAP) (Unaudited)

February 3, 2021

# Nippon Yusen Kabushiki Kaisha (NYK Line)

Security Code: 9101

Listings: The First Section of Tokyo Stock Exchanges

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Submit scheduled date of Quarterly Financial Report February 10, 2021

Start scheduled date of paying Dividends

Preparation of Supplementary Explanation Material: Yes

Financial Results Presentation Held: Yes (for Analysts and Institutional Investors)

(Amounts rounded down to the nearest million yen)

#### 1. Consolidated Financial Results for the Nine Months Ended December 31, 2020 (April 1, 2020 to December 31, 2020)

#### (1) Consolidated Operating Results

(Percentage figures show year on year changes)

|                                     | Revenues    |      | Operating   | profit | Recurring   | profit | Profit attributa<br>owners of pa |       |
|-------------------------------------|-------------|------|-------------|--------|-------------|--------|----------------------------------|-------|
|                                     | million yen | %    | million yen | %      | million yen | %      | million yen                      | %     |
| Nine months ended December 31, 2020 | 1,145,943   | -8.6 | 47,953      | 47.7   | 122,086     | 217.2  | 52,362                           | 179.4 |
| Nine months ended December 31, 2019 | 1,253,259   | -9.5 | 32,469      | 611.3  | 38,486      |        | 18,739                           | -     |

(Note) Comprehensive income:

Nine Months ended December 31, 2020: ¥49,155 million (-%), Nine Months ended December 31, 2019: ¥4,103 million (-%)

|                                     | Profit per share | Profit per share–fully diluted |
|-------------------------------------|------------------|--------------------------------|
|                                     | yen              | yen                            |
| Nine months ended December 31, 2020 | 310.11           | -                              |
| Nine months ended December 31, 2019 | 110.99           | -                              |

(2) Consolidated Financial Position

|                         | Total assets | Equity      | Shareholders' equity ratio |
|-------------------------|--------------|-------------|----------------------------|
|                         | million yen  | million yen | %                          |
| As of December 31, 2020 | 1,960,549    | 540,502     | 25.5                       |
| As of March 31, 2020    | 1,933,264    | 498,839     | 23.9                       |

(Reference) Shareholders' equity: As of December 31, 2020: ¥ 500,501 million, As of March 31, 2020: ¥462,664 million

#### 2. Dividends

|                                       | Dividend per share          |                             |                             |          |        |  |  |  |
|---------------------------------------|-----------------------------|-----------------------------|-----------------------------|----------|--------|--|--|--|
| Date of record                        | 1 <sup>st</sup> Quarter End | 2 <sup>nd</sup> Quarter End | 3 <sup>rd</sup> Quarter End | Year-end | Total  |  |  |  |
|                                       | yen                         | yen                         | yen                         | yen      | yen    |  |  |  |
| Year ended March 31, 2020             | -                           | 20.00                       | -                           | 20.00    | 40.00  |  |  |  |
| Year ending March 31, 2021            | -                           | 20.00                       | -                           |          |        |  |  |  |
| Year ending March 31, 2021 (Forecast) |                             |                             |                             | 110.00   | 130.00 |  |  |  |

(Note) Revision of forecast for dividends in this quarter: Yes

#### 3. Consolidated Financial Results Forecast for the Year Ending March 31, 2021 (April 1, 2020 to March 31, 2021)

(Percentage figures show year on year changes)

|                            | Revenues     |     | Operating profit |      | Recurring profit | Profit<br>attributable to<br>owners of parent | Profit per<br>share |
|----------------------------|--------------|-----|------------------|------|------------------|---|---------------------|
|                            | million yen  | %   | million yen      | %    | million yen %    | million yen %                                 | yen                 |
| Year ending March 31, 2021 | 1,540,000 -7 | 7.7 | 57,000           | 47.3 | 160,000 259.7    | 90,000 189.1                                  | 533.00              |

(Note) Revision of forecast in this quarter: Yes

#### 4. Notes

(1) Changes of important subsidiaries in the period: None

(Changes in specified subsidiaries involving change in consolidation scope)

New: None Exclusion: None

(2) Particular accounting methods used for preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policy, changes in accounting estimates, and restatements

1. Changes in accounting policy in accordance with changes in accounting standard: None

2. Changes other than No.1: None

3. Changes in accounting estimates:

None
4. Restatements:

None

(4) Total issued shares (Ordinary shares)

| 1. Total issued shares     |
|----------------------------|
| (including treasury stock) |

- 2. Number of treasury stock
- 3. Average number of shares (cumulative quarterly period)

| As of December 31, 2020 | 170,055,098 | As of March 31, 2021 | 170,055,098 |
|-------------------------|-------------|----------------------|-------------|
| As of December 31, 2020 | 1,193,049   | As of March 31, 2021 | 1,224,721   |
| Nine months ended       | 168,851,889 | Nine months ended    | 168,831,532 |
| December 31, 2021       | 100,001,009 | December 31, 2020    | 100,031,532 |

<sup>\*</sup>This financial report is not subject to the audit procedure.

Foreign exchange rate:

(for the fourth quarter) ¥103.00/US\$

(full year) ¥105.35/US\$

Bunker oil price:

(for the fourth quarter) US\$393.00/MT

(full year) US\$371.35/MT

The above forecast is based on currently available information and assumptions that NYK Line deems to be reasonable. NYK Line offers no assurance that the forecast will be realized. Actual results may differ from the forecast as a result of various factors. Refer to pages 2-7 of the attachment for assumptions and other matters related to the forecast.

(Methods for obtaining supplementary materials and content of financial results disclosure)

NYK Line is to hold a financial result presentation meeting for analysts and institutional investors. The on-demand audio presentation and presentation material are available on the NYK website.

(https://www.nyk.com/english/ir/library/result/2020/)

<sup>\*</sup>Assumption for the forecast of consolidated financial results and other particular issues

<sup>\*</sup>Bunker oil price is on average basis for all the major fuel grades including VLSFO.

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#### 1. Qualitative Information on Quarterly Results

### (1) Review of Operating Results

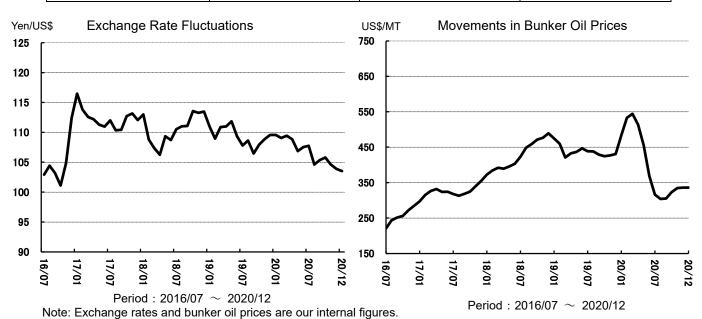
(In billion yen)

|   | Nine months<br>ended<br>December<br>31, 2019 | Nine months<br>ended<br>December<br>31, 2020 | Change | Percentage<br>Change |
|---|--|--|--------|----------------------|
| Revenues                                | 1,253.2                                      | 1,145.9                                      | -107.3 | -8.6%                |
| Operating Profit                        | 32.4   | 47.9   | 15.4   | 47.7%                |
| Recurring Profit                        | 38.4   | 122.0  | 83.6   | 217.2%               |
| Profit attributable to owners of parent | 18.7   | 52.3   | 33.6   | 179.4%               |

In the third quarter of the fiscal year ending March 31, 2021 (April 1, 2020 to December 31, 2020), consolidated revenues amounted to ¥1,145.9 billion (decreased ¥107.3 billion in the third quarter of the previous fiscal year), operating profit amounted to ¥47.9 billion (increased ¥15.4 billion in the third quarter of the previous fiscal year), recurring profit amounted to ¥122.0 billion (increased ¥83.6 billion in the third quarter of the previous fiscal year), and profit attributable to owners of parent amounted to ¥52.3 billion (increased ¥33.6 billion in the third quarter of the previous fiscal year).

Changes in the average exchange rate between the U.S. dollar and yen as well as the average bunker oil price during the third quarter of the current and previous fiscal years are shown in the following tables.

|                           | Nine months ended | Nine months ended | Chango            |
|---------------------------|-------------------|-------------------|-------------------|
|                           | December 31, 2019 | December 31, 2020 | Change            |
| Average exchange rate     | ¥109.05/US\$      | ¥106.14/US\$      | Yen up ¥2.91/US\$ |
| Average hunker eil prices | LICCASS SO/MT     | LICCOCO EZ/MT     | Price up          |
| Average bunker oil prices | US\$433.29/MT     | US\$362.57/MT     | US\$70.73/MT      |



#### **Overview by Business Segment**

Business segment information for the nine months ended December 31, 2020 (April 1, 2020 to December 31, 2020) is as follows.

(in billion yen)

|                  |                             |              | Rev          | enues  |                      | R            | ecurring pr  | ofit   |
|------------------|-----------------------------|--------------|--------------|--------|----------------------|--------------|--------------|--------|
|                  |                             | FY2019<br>3Q | FY2020<br>3Q | Change | Percentage<br>Change | FY2019<br>3Q | FY2020<br>3Q | Change |
| Glob             | Liner Trade                 | 154.7        | 126.5        | -28.2  | -18.3 %              | 13.4         | 68.4         | 55.0   |
| Global Logistics | Air Cargo<br>Transportation | 56.6         | 87.8         | 31.2   | 55.1 %               | (13.4)       | 24.6         | 38.1   |
| stics            | Logistics                   | 360.2        | 387.6        | 27.4   | 7.6 %                | 4.3          | 17.4         | 13.1   |
| Bulk             | Shipping                    | 611.0        | 493.3        | -117.6 | -19.2 %              | 34.8         | 14.1         | -20.6  |
| Others           | Real Estate                 | 5.4          | 5.1          | -0.2   | -5.5 %               | 1.9          | 2.0          | 0.0    |
| ers              | Other                       | 121.6        | 90.9         | -30.7  | -25.3 %              | 2.5          | (1.4)        | -3.9   |

#### **Liner Trade**

In the container shipping division, OCEAN NETWORK EXPRESS PTE. LTD. (ONE) continued the performance from the first half and strong freight rates and utilization were maintained in the third quarter. During the quarter, cargo volumes rapidly increased due to even higher demand for consumer products from stay at home demand and medical supplies. The resulting congestion in the harbors and on land led to a shortage of vessel capacity and empty containers. Following the rapid increase in cargo volumes, both liftings and utilization were higher on the main North America trade year on year. In the Europe trade, although liftings were lower compared to the same period last year, utilization was high. In regard to freight rates, the soaring spot market led to greatly higher freight rates on both trades compared to the same period last year, resulting in a large increase in profit. At the terminals in Japan and overseas, although handling volumes tended to recover in the third quarter, they were lower at the company's terminals in North America and Asia compared to last year, resulting in lower profit year on year.

As a result of the above, although revenue declined year on year in the overall Liner Trade segment, the business performance greatly improved, and profit increased.

#### **Air Cargo Transportation**

In the Air Cargo Transportation segment, the continued impact of the COVID-19 pandemic resulted in a limited return of international passenger flights. On the other hand, from the middle of the third quarter through the peak season, cargo volumes of mainly automotive components, semiconductors and electronic devices recovered, and in addition, some ocean cargo was shifted to air cargo due to the containership congestion. This tightened the supply and demand balance for air freight space, and freight rates remained high.

As a result of the above, revenue significantly increased compared to the same period last year and profit was recorded.

#### Logistics

In the air freight forwarding business, due to the demand for chartered flights caused by the lack of available space and the cargo shifted from ocean freight, handling volumes recovered to the same level as last year. Also, freight rate levels remained firm as a result of promotion of agile marketing. In the ocean freight forwarding business, despite soaring procurement costs, robust cargo volumes led to a recovery in handling volumes on both the North America and Asia routes. In the logistics business, as a result of higher stay at home demand caused by the COVID-19 pandemic, cargo volumes increased mainly in e-commerce related business, and marked solid performance. In the coastal transportation business, the cancellation of sailings due to bad weather pressured the bottom line, and both the handling volumes and revenue declined.

As a result of the above, profit increased on higher revenue in the overall Logistics segment compared the same period last year.

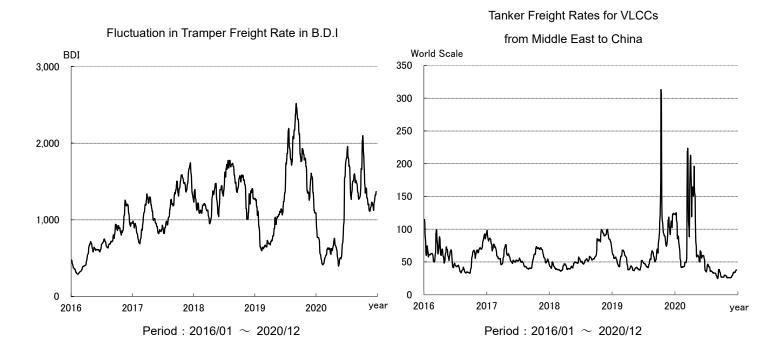
#### **Bulk Shipping**

In the car transportation division, cargo volumes declined through the second quarter due to the impact of the COVID-19 pandemic. However, marine transportation demand rapidly recovered in the third quarter, and there were even localized shortages of vessel capacity. In the auto logistics segment, as well, although there were regional variations in the supply and demand balance, efforts were made to cut costs and rationalize the business in countries including China, Russia and India, and at the same time, progress was made in the activities directed at revising the business portfolio, such as establishing new finished-car terminals in Turkey and Egypt and opening a finished-car terminal in Yokohama (Daikoku Pier).

In the dry bulk division, although cargo volumes of iron ore and soybeans were strong to China, one of the first countries to restart economic activities, the market remained at low levels due to the prolonged impact of the wet season on iron ore shipments from Brazil, which has a major influence on the market. In June, the Capesize market eventually recovered rapidly and temporarily declined afterwards. Although it rose again in October, the high market level did not last and went weak towards the end of the year. In regard to the Panamax, cargo volumes of soybeans to China from the United States were strong from early autumn last year, but the market remained below the levels seen in the same period of the previous year. Under this environment, efforts were made to stabilize the bottom line by continuing to work to secure long-term contracts and reduce costs through efficient operations. Also, similar to the second quarter, an extraordinary loss (provision for losses related to contracts) was recorded in the third quarter for expenses forecasted to arise onwards by conducting structural reforms.

In the energy division, following the lower energy demand caused by the COVID-19 pandemic, the major oil producing countries agreed to reduce production at the beginning of April, and this resulted in extreme market volatility. In April, vessel demand for floating storage increased, leading to greatly higher market levels for VLCC (Very Large Crude Carriers) and petrochemical tankers. However, following the production cuts and weaker demand, the market rates that had soared through June settled down gradually, and from July, slackening in the vessel supply and demand balance resulted in weakness within the market. In LPG carriers, although the market was weak through June due to lower vessel demand, it was strong from July following a decline in capacity supply due to an increase in dry docking period and waiting days at discharging ports, as well as increased ton-miles and congestion at the Panama Canal following more active shipments from North America. In LNG carriers, the results were steady based on support from the long-term contracts that generate stable earnings. Also, in the offshore business, FPSO (Floating Production, Storage and Offloading) and drill ships were steady.

As a result of the above, the overall Bulk Shipping segment recorded lower profit on decreased revenue year on year.



#### **Real Estate and Other Businesses**

The real estate segment was steady with both revenue and recurring profit generally unchanged year on year.

In the Other Business Services segment, lower customer demand and project schedule delays caused by the COVID-19 pandemic affected the technical service business and marine equipment sales. Also, bunker fuel sales and chemical product manufacturing and sales were also weak compared to last year. In the cruise business, although cruises commenced again from last November, the occupancy rate was lower in the third quarter year on year.

As a result of the above, profit declined on lower revenue in the Other Business Services segment compared to the same period last year.

# (2) Explanation of the Financial Position Status of Assets, Liabilities and Equity

As of the end of the third quarter of the current consolidated accounting period, assets amounted to ¥1,960.5 billion, an increase of ¥27.2 billion compared with the end of the previous consolidated fiscal year. Interest-bearing debt amounted to ¥986.0 billion, down ¥63.8 billion from last year, as a result of decline in bonds payable and long-term loans payable. Due to this decrease in interest-bearing debt, although provision for losses related to contracts increased, consolidated liabilities amounted to ¥1,420.0 billion, down ¥14.3 billion compared with the end of the previous fiscal year. Under consolidated equity, retained earnings increased by ¥46.0 billion and shareholders' equity, which is the aggregate of shareholders' capital and accumulated other comprehensive income, amounted to ¥500.5 billion. This amount combined with the non-controlling interests of ¥40.0 billion brought total equity to ¥540.5 billion.

Based on this result, the debt-to-equity ratio (D/E ratio) came to 1.97, and the equity ratio was 25.5%.

#### (3) Explanation of the Consolidated Earnings Forecast and Future Outlook

#### (1) Forecast of the Consolidated Financial Results

NYK Line's forecast of the full-year consolidated financial results is as follows: revenues of ¥1,540.0 billion, operating profit of ¥57.0 billion, recurring profit of ¥160.0 billion and profit attributable to owners of parent of ¥90.0 billion.

It is still unclear when the COVID-19 pandemic will come to an end, but based on the performance through the third quarter and after taking into account the measures to prevent infections and economic policy trends in each country, as well as the other current characteristics of each business segment, the following forecast was formulated.

In the Liner Trade, although there is the potential for weaker cargo volumes at ONE due to the increased COVID-19 infections and seasonal factors such as Chinese New Year, cargo volumes are expected to remain firm. At the terminals in Japan and overseas, handling volumes are expected to recover mainly in North America. In the Air Cargo Transportation segment, international passenger flights are expected to remain suspended and reduced for the time being, and after a period of weakness caused by Chinese New Year, cargo volumes are forecast to recover again in March. In the Logistics segment, although handling volumes will remain below the levels last year in both the ocean and air freight forwarding businesses, procurement costs are expected to remain high in the ocean freight forwarding business and the market is forecast to remain strong for a while in the air freight forwarding business. In the logistics business, handling volumes are expected to be strong mainly in Europe and North America.

In the car transportation division, handling volumes to North America are expected to recover, and by closely watching the impact of the third wave of COVID-19 infections, efforts will be made to implement agile and rational vessel deployment. In the dry bulk division, although the Capesize market started the year off strong, each segment is expected to enter the seasonally slow period. In the energy division, although the market situation differs according to each vessel type, the VLCC (Very Large Crude Carrier) market is expected to remain at the current weak levels, LPG carrier market should continue to be strong, and LNG carriers are forecast to remain firm based on support from the long-term stable contracts. Similarly, the offshore segment, which is primarily operated based on long-term stable contracts, is also forecast to be firm. However, the bottom line is expected to deteriorate following the renewal of the drill ship contracts.

In the real estate business, the COVID-19 pandemic will have a limited impact. In the cruise business, in addition to the Asuka II dry docking in January, all cruises were cancelled until February 20 following the declaration of a state of emergency. Moreover, in relation to the transfer of trust beneficial right of fixed assets (real estate) of the subsidiary company, record of an extraordinary income is expected.

Based on the above, the forecast of the full-year consolidated financial results has been revised as follows.

(In billion yen)

|                                 | Revenues | Operating Profit | Recurring | Profit attributable to |
|---------------------------------|----------|------------------|-----------|------------------------|
|                                 |          |                  | Profit    | owners of parent       |
| Previous Forecast (Nov 5, 2020) | 1,460.0  | 30.0             | 70.0      | 35.0                   |
| Revised Forecast                | 1,540.0  | 57.0             | 160.0     | 90.0                   |
| Change                          | 80.0     | 27.0             | 90.0      | 55.0                   |
| Percentage Change (%)           | 5.48%    | 90.00%           | 128.57%   | 157.14%                |

Assumptions for the forecast of consolidated financial results: Foreign Exchange Rate (for the fourth quarter) ¥103.00/US\$ (for the full year) ¥105.35/US\$

Bunker Oil Price (for the fourth quarter) US\$393.00/MT (for the full year) US\$371.35/MT

#### ② Dividends for the Fiscal Year ending March 31, 2021

NYK Line has designated the stable return of profits to shareholders as one of the most important management priorities, and generally targeting a consolidated dividend payout ratio of 25%, the distribution of profits is decided after comprehensively taking the business forecast and other factors into account. At the same time, based on an ongoing minimum dividend that is not affected by the business results, an annual dividend of ¥20 per share has been set as the minimum dividend.

In accordance with this policy, it is forecast to issue a year-end dividend of ¥110 per share for an annual dividend of ¥130 when including the interim dividend of ¥20.

<sup>\*</sup>Bunker oil price is on average basis for all the major fuel grades including VLSFO.

# 2. Consolidated Financial Statements

# (1) Consolidated Balance Sheet

|   | As of March 31, 2020 | As of December 31, 2020 |
|---|----------------------|-------------------------|
| Assets                                  |                      |                         |
| Current assets                          |                      |                         |
| Cash and deposits                       | 81,861               | 80,928                  |
| Notes and operating accounts            | 191,813              | 200,638                 |
| receivable-trade                        | 191,013              | 200,030                 |
| Short-term investment securities        | 134                  | 138                     |
| Inventories                             | 32,532               | 33,849                  |
| Deferred and prepaid expenses           | 61,162               | 65,313                  |
| Other                                   | 77,091               | 71,009                  |
| Allowance for doubtful accounts         | (2,173)              | (2,079                  |
| Total current assets                    | 442,421              | 449,79                  |
| Non-current assets                      |                      |                         |
| Vessels, property, plant and equipment  |                      |                         |
| Vessels, net                            | 603,317              | 564,02                  |
| Buildings and structures, net           | 107,643              | 107,16                  |
| Aircraft, net                           | 38,023               | 36,29                   |
| Machinery, equipment, and vehicles, net | 28,856               | 25,65                   |
| Equipment, net                          | 5,145                | 5,03                    |
| Land                                    | 83,504               | 84,90                   |
| Construction in progress                | 44,903               | 52,83                   |
| Other, net                              | 4,935                | 5,71                    |
| Total vessels, property, plant and      | 916,329              | 881,63                  |
| equipment _                             | 910,329              | 001,03                  |
| Intangible assets                       |                      |                         |
| Leasehold right                         | 4,926                | 4,76                    |
| Software                                | 5,915                | 5,88                    |
| Goodwill                                | 11,055               | 9,91                    |
| Other _                                 | 3,670                | 3,23                    |
| Total intangible assets                 | 25,568               | 23,79                   |
| Investments and other assets            |                      |                         |
| Investment securities                   | 449,267              | 500,58                  |
| Long-term loans receivable              | 11,876               | 13,99                   |
| Net defined benefit asset               | 41,430               | 41,23                   |
| Deferred tax assets                     | 4,910                | 4,85                    |
| Other                                   | 46,694               | 49,49                   |
| Allowance for doubtful accounts         | (5,567)              | (5,122                  |
| Total investments and other assets      | 548,611              | 605,04                  |
| Total non-current assets                | 1,490,509            | 1,510,48                |
| Deferred assets                         | 333                  | 26-                     |
| Total assets                            | 1,933,264            | 1,960,54                |

(In million yen)

|   | A                    | (In million yen         |
|---|----------------------|-------------------------|
|   | As of March 31, 2020 | As of December 31, 2020 |
| Liabilities   |                      |                         |
| Current liabilities                                     |                      |                         |
| Notes and operating accounts payable - trade            | 137,911              | 140,063                 |
| Current portion of bonds                                | 20,000               | 25,000                  |
| Short-term loans payable                                | 162,675              | 196,858                 |
| Commercial papers                                       | 19,000               | _                       |
| Leases liabilities                                      | 18,740               | 17,684                  |
| Income taxes payable                                    | 5,340                | 4,778                   |
| Advances received                                       | 39,349               | 40,740                  |
| Provision for bonuses                                   | 9,360                | 7,35                    |
| Provision for directors' bonuses                        | 310                  | 303                     |
| Provision for stock payment                             | _                    | 1:                      |
| Provision for losses related to contracts               | _                    | 700                     |
| Provision for related to business                       | 20                   | 1:                      |
| restructuring   | 20                   |                         |
| Other _   | 60,906               | 62,36                   |
| Total current liabilities                               | 473,615              | 495,88                  |
| Non-current liabilities                                 |                      |                         |
| Bonds payable   | 132,000              | 107,00                  |
| Long-term loans payable                                 | 616,234              | 562,72                  |
| Leases liabilities                                      | 81,203               | 76,76                   |
| Deferred tax liabilities                                | 44,632               | 47,13                   |
| Net defined benefit liability                           | 15,920               | 17,43                   |
| Provision for directors' retirement benefits            | 1,067                | 1,07                    |
| Provision for stock payment                             | 285                  | 54                      |
| Provision for periodic dry docking of vessels           | 18,536               | 14,96                   |
| Provision for losses related to contracts               | 23,078               | 68,83                   |
| Provision for related to business                       |                      |                         |
| restructuring   | 1,001                | 89                      |
| Provision for loss on guarantees                        | 224                  | -                       |
| Other   | 26,624               | 26,77                   |
| Total non-current liabilities                           | 960,809              | 924,16                  |
| Total liabilities                                       | 1,434,424            | 1,420,04                |
| -   | 1,434,424            | 1,420,04                |
| Equity  Shareholders' conital                           |                      |                         |
| Shareholders' capital                                   | 444.240              | 444.24                  |
| Common stock  | 144,319              | 144,31                  |
| Capital surplus   | 45,737               | 44,21                   |
| Retained earnings                                       | 311,892              | 357,95                  |
| Treasury stock  | (3,429)              | (3,373                  |
| Total shareholders' capital                             | 498,520              | 543,11                  |
| Accumulated other comprehensive income (loss)           |                      |                         |
| Unrealized gain (loss) on available-for-sale securities | 9,474                | 13,68                   |
| Deferred gain (loss) on hedges                          | (27,752)             | (31,125                 |
| Foreign currency translation adjustments                | (18,966)             | (25,507                 |
| Remeasurements of defined benefit plans                 | 1,388                | 33                      |
| Total accumulated other comprehensive income (loss)     | (35,856)             | (42,615                 |
| Non-controlling interests                               | 36,175               | 40,00                   |
| Total equity  | 498,839              | 540,50                  |
|   |                      |                         |
| Total liabilities and equity                            | 1,933,264            | 1,960,54                |

# (2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income

(Consolidated Statement of Income)

|  | AP O L I          | NP (I I I         |
|--|-------------------|-------------------|
|  | Nine months ended | Nine months ended |
|  | December 31, 2019 | December 31, 2020 |
| Revenues   | 1,253,259         | 1,145,94          |
| Cost and expenses  | 1,095,246         | 981,14            |
| Gross profit   | 158,013           | 164,79            |
| Selling, general and administrative expenses                     | 125,544           | 116,84            |
| Operating profit   | 32,469            | 47,95             |
| Non-operating income   |                   |                   |
| Interest income  | 2,701             | 1,76              |
| Dividend income  | 6,752             | 4,81              |
| Equity in earnings of unconsolidated subsidiaries and affiliates | 20,804            | 79,63             |
| Other  | 2,215             | 5,39              |
| Total non-operating income                                       | 32,474            | 91,62             |
| Non-operating expenses   |                   |                   |
| Interest expenses  | 20,078            | 12,59             |
| Foreign exchange losses  | 1,108             | 2,49              |
| Other  | 5,271             | 2,39              |
| Total non-operating expenses                                     | 26,457            | 17,48             |
| Recurring profit   | 38,486            | 122,08            |
| Extraordinary income   |                   |                   |
| Gain on sales of non-current assets                              | 12,678            | 9,66              |
| Other  | 1,697             | 3,96              |
| Total extraordinary income                                       | 14,375            | 13,63             |
| Extraordinary losses   |                   |                   |
| Loss on sales of non-current assets                              | 229               | 44                |
| Impairment loss  | 18,192            | 10,33             |
| Provision for losses related to contracts                        | _                 | 53,66             |
| Other  | 6,561             | 6,45              |
| Total extraordinary losses                                       | 24,983            | 70,89             |
| Profit before income taxes                                       | 27,878            | 64,82             |
| Total income taxes   | 5,331             | 9,08              |
| Profit   | 22,547            | 55,73             |
| Profit attributable to non-controlling interests                 | 3,808             | 3,37              |
| Profit attributable to owners of parent                          | 18,739            | 52,36             |

# (Consolidated Statement of Comprehensive Income)

|   | ,                                      | (In million yen)                       |
|---|--|--|
|   | Nine months ended<br>December 31, 2019 | Nine months ended<br>December 31, 2020 |
| Profit  | 22,547                                 | 55,737                                 |
| Other comprehensive income  |  |  |
| Unrealized gain (loss) on available-for-sale securities                             | (565)                                  | 4,148                                  |
| Deferred gain (loss) on hedges  | (3,449)                                | 186                                    |
| Foreign currency translation adjustments  | 547                                    | 3,121                                  |
| Remeasurements of defined benefit plans   | (1,343)                                | (1,007)                                |
| Share of other comprehensive income of associates accounted for using equity method | (13,631)                               | (13,031)                               |
| Total other comprehensive income (loss)   | (18,443)                               | (6,582)                                |
| Comprehensive income  | 4,103                                  | 49,155                                 |
| (Breakdown)   |  |  |
| Comprehensive income attributable to owners of parent                               | 802                                    | 45,602                                 |
| Comprehensive income attributable to non-<br>controlling interests                  | 3,301                                  | 3,552                                  |

## (3) Notes Regarding Consolidated Financial Statements

## (Notes Regarding Going Concern Assumption)

The third quarter of this fiscal year (April 1, 2020 – December 31, 2020) Not applicable

# (Notes in the Event of Significant Changes in Shareholders' Capital)

The third quarter of this fiscal year (April 1, 2020 – December 31, 2021) Not applicable

#### (Segment Information)

- I . Nine months ended December 31, 2019 (April 1, 2019 December 31, 2019)
- 1. Revenues and income or loss by reportable segment

(In million yen)

|                            |                | Global Logistics            |           | Bulk     |             |         | Adjustment Consolida | Consolidated |            |
|----------------------------|----------------|-----------------------------|-----------|----------|-------------|---------|----------------------|--------------|------------|
|                            | Liner<br>Trade | Air Cargo<br>Transportation | Logistics | Shipping | Real Estate | Other   | Total                | (*1)         | Total (*2) |
| Revenues                   |                |                             |           |          |             |         |                      |              |            |
| (1) Revenues from customer | 150,462        | 53,061                      | 358,671   | 610,965  | 4,776       | 75,322  | 1,253,259            | -            | 1,253,259  |
| (2) Inter-segment revenues | 4,336          | 3,593                       | 1,539     | 47       | 701         | 46,314  | 56,534               | (56,534)     | -          |
| Total                      | 154,799        | 56,655                      | 360,211   | 611,012  | 5,478       | 121,636 | 1,309,793            | (56,534)     | 1,253,259  |
| Segment income (loss)      | 13,403         | (13,488)                    | 4,319     | 34,803   | 1,992       | 2,502   | 43,532               | (5,046)      | 38,486     |

#### (Notes)

- 1. Adjustments of segment income (loss) are internal exchanges or transfer to other amount among segments 33 million yen and other corporate expenses -5,080 million yen. The general and administrative expenses and non-operating expenses which do not belong to any single segment are treated as other corporate expenses.
- 2. Segment income (loss) is adjusted on recurring profit on the quarterly consolidated statements of income.
- 2. Information regarding goodwill and impairment losses on non-current assets at each reporting segment (Important impairment loss involving non-current assets) In the Air Cargo Transportation segment, the book value of the airframes, spare engines and parts was lowered to the recoverable amount, and for the difference in value, an extraordinary loss of 15,727 million yen has been recorded as an impairment loss.
- II. Nine months ended December 31, 2020 (April 1, 2020 December 31, 2020) Revenues and income or loss by reportable segment

(In million yen)

|                            |                | Global Logistics            |           | Bulk     | Others         |         |           | Adjustment Co | Consolidated |
|----------------------------|----------------|-----------------------------|-----------|----------|----------------|---------|-----------|---------------|--------------|
|                            | Liner<br>Trade | Air Cargo<br>Transportation | Logistics | Shipping | Real<br>Estate | Other   | Total     | (*1)          | Total (*2)   |
| Revenues                   |                |                             |           |          |                |         |           |               |              |
| (1) Revenues from customer | 123,381        | 82,491                      | 386,529   | 493,265  | 4,546          | 55,728  | 1,145,943 | -             | 1,145,943    |
| (2) Inter-segment revenues | 3,141          | 5,384                       | 1,113     | 133      | 631            | 35,172  | 45,578    | (45,578)      | -            |
| Total                      | 126,523        | 87,875                      | 387,643   | 493,398  | 5,178          | 90,900  | 1,191,521 | (45,578)      | 1,145,943    |
| Segment income (loss)      | 68,489         | 24,685                      | 17,487    | 14,149   | 2,051          | (1,418) | 125,445   | (3,358)       | 122,086      |

#### (Notes)

- Adjustments of segment income (loss) are internal exchanges or transfer to other amount among segments 49 million yen and other corporate expenses -3,407 million yen. The general and administrative expenses and non-operating expenses which do not belong to any single segment are treated as other corporate expenses.
- 2. Segment income (loss) is adjusted on recurring profit on the quarterly consolidated statements of income.

#### 3. Other Information

## (1) Quarterly Operating Results

Year ending March 31, 2021

(In million yen)

|  | Apr 1, 2020 – | Jul 1, 2020 – | Oct 1, 2020 - | Jan 1, 2021 – |
|--|---------------|---------------|---------------|---------------|
|  | Jun 30, 2020  | Sep 30, 2020  | Dec 31, 2020  | Mar 31, 2021  |
|  | 1Q            | 2Q            | 3Q            | 4Q            |
| Revenues   | 361,170       | 360,861       | 423,911       |               |
| Operating profit (loss)  | 8,947         | 7,743         | 31,262        |               |
| Recurring profit (loss)  | 16,591        | 30,837        | 74,657        |               |
| Profit (loss) attributable to owners of parent for the quarter | 11,684        | 10,496        | 30,181        |               |
| Total assets   | 1,882,678     | 1,901,705     | 1,960,549     |               |
| Equity   | 502,347       | 510,612       | 540,502       |               |

Year ended March 31, 2020

(In million yen)

|  |               |               |               | ( )           |
|--|---------------|---------------|---------------|---------------|
|  | Apr 1, 2019 – | Jul 1, 2019 – | Oct 1, 2019 – | Jan 1, 2020 – |
|  | Jun 30, 2019  | Sep 30, 2019  | Dec 31, 2019  | Mar 31, 2020  |
|  | 1Q            | 2Q            | 3Q            | 4Q            |
| Revenues   | 406,402       | 418,334       | 428,522       | 415,096       |
| Operating profit (loss)  | 5,470         | 10,366        | 16,633        | 6,226         |
| Recurring profit (loss)  | 6,415         | 9,604         | 22,466        | 6,000         |
| Profit (loss) attributable to owners of parent for the quarter | 9,141         | 1,982         | 7,615         | 12,390        |
| Total assets   | 2,050,150     | 2,036,653     | 2,047,906     | 1,933,264     |
| Equity   | 515,910       | 505,028       | 515,266       | 498,839       |

(Note) The above operating results (revenues, operating profit (loss), recurring profit (loss) and profit (loss) attributable to owners of parent) are based on the results for the first quarter and the cumulative results for the first six, nine and twelve months, and are computed by taking the difference between the two adjacent periods.

### (2) Foreign Exchange Rate Information

|   | Nine months ended December 31, 2019 | Nine months ended<br>December 31, 2020 | Change               | Year ended<br>March 31, 2020 |
|---|-------------------------------------|--|----------------------|------------------------------|
| Average exchange rate during the period | ¥109.05/US\$                        | ¥106.14/US\$                           | Yen up<br>¥2.91/US\$ | ¥109.13/US\$                 |
| Exchange rate at the end of the period  | ¥109.56/US\$                        | ¥103.50/US\$                           | Yen up<br>¥6.06/US\$ | ¥108.83/US\$                 |

## (3) Balance of Interest-Bearing Debt

(In million yen)

|                    | Year ended<br>March 31, 2020 | Nine months ended<br>December 31, 2021 | Change   |
|--------------------|------------------------------|--|----------|
| Loans              | 778,909                      | 759,579                                | (19,330) |
| Corporate bonds    | 152,000                      | 132.000                                | (20,000) |
| Commercial papers  | 19,000                       | -                                      | (19,000) |
| Leases liabilities | 99,944                       | 94,453                                 | (5,490)  |
| Total              | 1,049,853                    | 986,032                                | (63,820) |